

PARTS HOMEWORK – ACTION PLAN

S Specific

M Measurable

A Achievable

R Relevant

T Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?
Example: "I will decrease my 5K run time from 30 minutes to 21 minutes by June 15."

To increase my true turns from 1.5 to at least 4 and no more than 6 per the NADA Guide.

How does this goal align with or support your dealer's vision?

What are the BENEFITS of achieving your goal? What are the CONSEQUENCES if you don't?

Why is this goal important to you?

The benefits of reaching this goal would be increased profitability, efficient use of capital, minimize the risk of obsolescence, and better customer service.

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How will you track your progress? Where will you find the information? How often will you check in?

I will monitor inventory turn over ratios on a monthly basis.

Potential Obstacles?

Potential Solutions?

OBSOLETE Parts

Staff may resist new processes or new training on inventory management and lost sales.

Prioritize high demand items
Do discounts on slow-moving stock

Communicate the benefits of an efficient inventory.
Provide regular training sessions on lost sales and inventory control.

BOTTOM LINE! What is the financial impact (expressed in dollars) of achieving your goal?

Revenue will increase as the parts move off the shelves faster.

CONGRATULATIONS! You've accomplished your goal! You added or adjusted policies, procedures, and behaviors. Now what? How will you ensure you and your staff do not fall back into the previous habits that produced poor results? Be specific.